

REALTOR® REPORT

July/August, 2011

The Official Publication of Southland Regional Association of REALTORS®



SRAR Blood Drive
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Monday, August 15

2011 Pro-Am Charity Golf Classic

Sign Up
NOW!
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presented by:

Point2

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ATTENTION GOLFERS:

SRAR CHARITY GOLF CLASSIC TO FEATURE PRO-AM FORMAT!

How do you improve on last year's sold out charity golf classic? You give participants the opportunity to play with the pros!

For the first time ever, the SRAR Charity Golf Classic presented by Point 2, will be a Pro-Am. A PGA professional will be added to each foursome, adding an exciting new dimension to the tournament. The professionals will play along side their amateur teammates, participate in the team scoring and even give some on-course pointers to their fellow golfers.

The tournament will be held **Monday, August 15, 2011 at Wood Ranch Golf Club, 301 Wood Ranch Parkway, Simi Valley.** Registration will open at 9:30 am with a shotgun start promptly at 11:00 am.

Thanks to the generous support of Point 2 and our other sponsors, the cost per player is only \$135. Registration includes:

- Green fees with cart
- BBQ lunch
- Full dinner
- On-course snacks and beverages
- Tee gifts
- All on-course contests
- Awards and prizes

The golf classic is the SRAR Charitable Foundation's largest fundraiser of the year. The proceeds from the classic go to fund first time home buyer grants for worthy recipients in the San Fernando and Santa Clarita valleys. This very worthy program is already underway thanks to matching funds received from the CAR Housing Affordability Fund. (see more information on the grant program elsewhere in REALTOR

Report and on the SRAR website, www.srar.com.) So, not only are your registration fee and/or sponsorship dollars providing a great day of golf but they are tax deductible and help our community.

Wood Ranch is a private championship golf facility, generally recognized as one of the top rated courses in Southern California. It has been the home of both Senior PGA and LPGA tour events. The prevailing guest fee at Wood Ranch with cart is \$115 so the tournament registration fee of \$135 is an absolute bargain!

Not a golfer but would like to try it? Then sign up for the exciting Rookie Package. Learn the basics of the golf swing, putting, chipping, etc. in a fun no pressure group environment from Wood Ranch's head golf professional. Cost for the **Rookie Package** is only \$50 per player and includes snacks, beverages, full dinner etc.

Registration for the tournament usually sells out within a few weeks so don't delay. A registration form can be found by visiting the SRAR website www.srar.com or use the form included in this issue of REALTOR Report. **Please note, no reservations will be held without full payment.** For more information, contact Karen Marten at (818) 947-2254 or e-mail karenm@srar.com.

Also, sponsorship opportunities are still available. Check out the sponsorship packages also included on the flyer. The publicity, exposure and benefits are well worth the investment. And remember, registration and sponsorship payments are tax deductible. Proceeds go to the SRAR Charitable Foundation, a 501c3 corporation.

Don't miss this opportunity to tee it up with fellow REALTORS. Sign up today!



San Fernando Valley Summer Picnic

Come one, come all, bring your friends and family to our

WCR Family Summertime Barbecue Picnic

Thursday August 18th, 2011

at Lake Balboa Park

At 4pm to 8pm

Good old fashioned fun for all

Contest & Game

Come join us!

Sponsored By:




\$ 20.00 per adults, Children from ages 6 to 16-**\$10.00**, and under the age of 5 are free.

RSVP by **Aug 12, 2011**, e-mail to gwyn@gwynpetrick.com

For more details Call Kathy
818 428-7653

CONSUMER PRICE INDEXES						
MAY 2011						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		ONE MONTH ENDING
	MAY 2010	APR 2011	MAY 2011	APR 2010	MAY 2011	MAY 2011
Los Angeles - Riverside - Orange County	226.438	233.319	233.367	3.3	3.1	0.0



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

REALTOR REPORT

The Official Publication of SRAR

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ONCE-IN-A-LIFETIME OPPORTUNITY

HOUSING MARKET OFFERS RARE OPENINGS, CHALLENGES

BY FRED SABINE, SRAR PRESIDENT, AND SAL ARANDA, SCV PRESIDENT SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

The capacity crowd of real estate professionals, business leaders and elected officials who attended a recent housing forecast were eager for positive news, which an economist was happy to provide, along with, of course, doses of reality.

Leslie Appleton-Young, vice president and chief economist of the California Association of Realtors, said today's affordable housing prices offer "a once-in-a-lifetime opportunity," an opening that "the smart money is chasing." Yet the challenge is that 25 percent of mortgages in California are underwater, with distressed properties likely to be a feature for the next three, four or five years.

Appleton-Young was the keynote speaker at a recent breakfast meeting organized by the Southland Regional Association of Realtors' Santa Clarita Valley Division and attended by more than 300 professionals. "We don't know what's not in the pipeline. ... That's why it's difficult to say what

the market will look like over the next ten or 20 years," she said. "There's nothing in a mortgage that says if the value of a property goes down I don't need to pay." And, she

So far this year home sales are running about 2 percent behind compared to the first five months of 2010.

"That's pretty good considering tax credits, which expired, were really juicing sales last years," she said, adding that the "recovery is uneven, at best."

"There are plenty of positive signals in the market, she said, yet the challenge for Realtors, who are "working twice as hard for half the money," is to pinpoint the data down to individual neighborhoods, streets and properties.

"The more you can localize data, really get much more granular," she suggested, "the better the information will be."

The positive signals include:

- Job creation — "Job creation is happening, it's just that we're digging our way out of a pretty significant hole," with 2 million jobs added after losing 8.4 million jobs during the downturn. Plus, with local, state and federal government cutbacks likely, the ranks of the unemployed may swell.

CONTINUED ON PAGE 4



MORE THAN 300 REAL ESTATE PROFESSIONALS, OFFICIALS AND BUSINESS LEADERS TURNED OUT FOR THE SANTA CLARITA VALLEY DIVISION'S RECENT BREAKFAST MEETING, WHICH FEATURED A HOUSING FORECAST BY LESLIE APPLETON-YOUNG, VICE PRESIDENT AND CHIEF ECONOMIST FOR THE CALIFORNIA ASSOCIATION OF REALTORS. PICTURED ABOVE, LEFT TO RIGHT: JIM LINK, CHIEF EXECUTIVE OFFICER SOUTHLAND REGIONAL ASSOCIATION OF REALTORS; FRED SABINE, SRAR 2011 PRESIDENT; WENDY HALE, SRAR 2012 PRESIDENT-ELECT; APPLETON-YOUNG; SAL ARANDA, SRAR SANTA CLARITA VALLEY DIVISION 2011 PRESIDENT; ERIKA KASLAURICH-BIRD, SCV DIVISION PRESIDENT-ELECT 2012; AND NANCY STARCZYK, SCV DIVISION, PAST PRESIDENT AND CURRENT DIRECTOR.

noted, neither government nor lenders are coming forward with effective programs intended to help underwater owners.

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PASSPORT TO SUCCESSFUL REAL ESTATE

*You are invited to join us
for an afternoon of travel around the world!
On Thursday, August 4, 2011
beginning at 1:00p.m. Until 4:00p.m.*

SRAR and the Equal Opportunity Cultural Diversity Committee will host the 2nd Annual Passport to Successful Real Estate event in our auditorium. Take this once a year opportunity to travel the world and learn to do business successfully with various cultures!

Taste ethnic foods; learn about proper cultural etiquette; discover ways to successfully do business with different cultures; take a look at ethnic clothing and mingle!

If you are interested in hosting a table, or to obtain more information contact Kit Young at 818-947-2236 or via email at kathleeny@srar.com.

This event is FREE to SRAR members only!

HOUSING MARKET OFFERS.....

CONTINUED FROM PAGE 3

- Strong stock market recovery — “One huge bright spot is the market, it’s having an amazing year. ... Labor is the biggest cost for most companies, which have gotten leaner and leaner, producing more with fewer workers.”

- Real estate net worth stabilizing — During the 1990s the San Fernando and Santa Clarita valleys and the Southland took huge hits from the Northridge earthquake and loss of the aerospace in-dustry, yet it took three years for prices to plunge. “This time, in two years, prices dropped 58.8 percent. We’ve never seen that before.”

- Rising rents and more qualified renters — Uncertainty in the housing market and people losing their homes have added pressure and opportunities in rental properties, which is likely to continue even as housing recaptures its luster.

- Strong demand for distressed properties — Fortune magazine recently said: “The most attractive asset class is housing,” which sums up today’s unique opportunities.

- International demand is strong — India, Brazil and China have vast middle classes that are growing by leaps and bounds. They’re demanding products and have the ability to pay, which is moving the price of building materials up very sharply. Investors worldwide recognize that current opportunities and affordability in U.S. real estate won’t be around come this time next year.

- Smart money chasing real estate — Interest rates, which Appleton-Young said have nowhere to go but up, are favorable, yet loans remain difficult to securing, making all-cash purchases more desirable. “We’ll see record-high all-cash purchases,” she said. “If you can get it together, it’s worth it because the lending environ-ment is so challenging.”

That environment could well get even tougher, especially with the conforming loan limit expected to drop come September, which will make jumbo loans more expensive. The future of Fannie Mae, Freddie Mac, and FHA loans, long the backbone of affordable loans, are in question, too, as is the mortgage interest deduction, which some forces want to end as part of tax and budget reform.

“This market is not going to change anytime soon,” Appleton-Young said. “We’re in a bit of a rough patch. ... But don’t get me wrong. The worst is over.”

RECENT CHANGES TO THE 3 PAGE SRAR PURCHASE AGREEMENT ADDENDUM

Numerous additions have been made to the 3 page SRAR Purchase Agreement Addendum within the past year. Because of this, it is important to always use the most current version of this form with your transactions. You can obtain the most current version by going to www.srar.com and clicking on the MLS tab at the top of the page. Then click on the tab entitled MLS forms and drop down to the section entitled Fillable Addendums. There you will find the Addendum to Purchase Agreement.

Paragraph 5 (Valley Transit Project) has just been changed to add language regarding the extension to the Orange Line Busway. There is a new sentence that informs buyers that the Orange line is now in the process of being extended from Warner Center to the Metrolink station in Chatsworth along Canoga Avenue. This extension is currently scheduled for completion in 2012.

Paragraph 9 (Sediment Placement Sites) was added recently to disclose the fact that the County of Los Angeles Flood Control District has established approximately 20 Sediment Placement Sites to place the sediment being removed from debris basins throughout the county. Seven of these sites are located within or near the boundaries of the San Fernando and Santa Clarita Valley. A map of these sites can now be found at www.srar.com. Click on the MLS tab at the top of the page. Then click on the Neighborhoods/Areas/Tract Codes tab and drop down to the tab labeled Sediment Placement Sites.

Paragraph 17 (Community Boundaries) was added recently to explain to buyers and sellers that within the City of Los Angeles there are many communities such as Sherman Oaks, Woodland Hills, Valley Village, etc. The key to this paragraph is the statement that the Los Angeles City Council is the governmental entity that approves the actual boundaries of these neighborhoods and that the official boundaries are delineated in the maps approved by the LA City Council. While these maps can be found on the LA City Council website they are not easily accessed. These maps can now be found at www.srar.com. Click on the MLS tab at the top of the page and then click on the Neighborhoods/Areas/Tract Codes tab and drop down to the tab labeled Neighborhood Boundary maps. These are the official maps and buyer and sellers should not rely on the US Postal Service or LA County Assessor’s information to

determine the actual boundaries of any particular community as these records are not always accurate.

It should be noted that, at this time, no additional paragraph has been added to the SRAR addendum regarding the installation of Carbon Monoxide detectors. This new law which is effective July 1, 2011 for single family dwellings is a State law and not a local City or County of Los Angeles ordinance. It is quite possible that the City of Los Angeles will pass some additional ordinance with regard to Carbon Monoxide detectors and at such time the SRAR addendum will be modified to include this information. For additional information regarding this new State regulation you can visit www.car.org. CAR has published a Q & A to address this new law.

If you are using an Electronic Signature program such as Digital Ink or DocuSign you can load the SRAR Addendum into those programs so that you can obtain electronic signatures on this form just as you can with the standard CAR forms.

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Player

*Charity Golf
Classic Pro-Am*

Presented By

Point2

Monday, August 15, 2011
Wood Ranch Golf Club
301 Wood Ranch Parkway
Simi Valley, CA 93065

9:30 A.M. Registration
11:00 A.M. Shotgun Start

**A premier event
to benefit the
SRAR Charitable
Foundation &
First-Time
Home Buyers**



Sign-Up Form

GOLFERS - \$135 per golfer (Payment for ALL GOLFERS must accompany reservation)
Fee Includes: *Golf with Cart *Tee Gifts *On-Course Contests *Awards and Prizes
*Lunch/Drinks/Snacks on Course *Awards Buffet Dinner *Play with a Pro

Player Name: _____ Phone: _____

Player Name: _____ Phone: _____

Player Name: _____ Phone: _____

Player Name: _____ Phone: _____

ROOKIE PACKAGE - \$50/Person

Fee includes group instruction with head golf professional, fun "no pressure" contests, snacks, beverages and Awards Dinner.

_____ Rookie Packages @ \$50 Each. Total Amount Enclosed: \$ _____

Player Name: _____ Phone: _____

Player Name: _____ Phone: _____

RAFFLE TICKETS - Pre-purchase raffle tickets to win exciting, valuable prizes. Sold in \$20 increments: (20/\$20, 40/\$40, 60/\$60, 80/\$80, 100/\$100, etc.)

Number of Tickets: _____ Cost: \$ _____

Contact Information:

Name: _____

Address: _____ ZIP: _____

E-Mail: _____

Phone Number: _____ Cell: _____

Method of payment:

_____ Credit Card

_____ Check (Please make checks payable to SRAR Foundation, Inc.)

Credit Card Type: _____ MasterCard _____ VISA _____ Discover _____ Amex

Name as it appears on card: _____

Card Number: _____ - _____ - _____

Expiration Date: _____ / _____

Authorizing Signature: _____

**Return this registration
form to Karen Marten**

SRAR
7232 Balboa Blvd.
Van Nuys, CA 91406
FAX (818)786-4541 Email KarenM@srar.com.



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

2011 Golf Classic Pro-Am Sponsorship Opportunities

Monday, August 15, 2011
Wood Ranch Golf Club
301 Wood Ranch Parkway | Simi Valley, CA 93065

9:30 A.M. Registration
11:00 A.M. Shotgun Start

\$135 per Golfer
or
\$50 Rookie Package

ACE \$5,000

- * Eight playing spots in the tournament
- * Four additional tickets to the awards dinner
- * Prominent listing in all pre and post tournament publicity
- * Primary advertising on all on-site tournament materials
- * Tee and green signage
- * Ability to have a representative at a designated hole
- * Full page advertisement in tournament program
- * Acknowledgement and recognition at awards dinner

EAGLE \$2,500

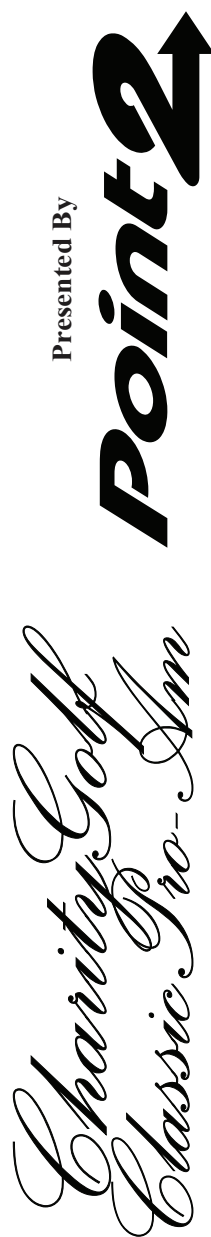
- * Four playing spots in the tournament
- * Two additional tickets to the awards dinner
- * Listing in all pre and post tournament publicity
- * Advertising on all on-site tournament materials
- * Tee and green signage
- * Ability to have a representative at a designated hole
- * Half page advertisement in tournament program
- * Acknowledgement and recognition at awards dinner

BIRDIE \$1,500

- * Two playing spots in the tournament
- * One additional ticket to awards dinner
- * Listing on all pre and post tournament publicity
- * Listing on all tournament materials
- * Tee and green signage
- * Quarter page advertisement in tournament program
- * Acknowledgement and recognition at awards dinner

Snack and Beverage Sponsor \$1,000

- * Two tickets to awards dinner
- * Signage at all snack and beverage stations on the course
- * Listing on all tournament materials and advertising
- * Acknowledgement in tournament program
- * Acknowledgement at awards dinner



Presented By

Please indicate your sponsor level (all sponsors are tax deductible):

☐ ACE \$5,000 ☐ EAGLE \$2,500 ☐ BIRDIE \$1,500 ☐ Snack & Beverage \$1,000

Sponsor Name: _____

Contact: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Make checks payable to 'SRAR Foundation, Inc.' (Tax I.D. #95-4323748)

SRAR
Attention: Karen Marten
7232 Balboa Blvd.
Van Nuys, CA 91046

If paying by credit card, complete below and fax to 818-786-4541.

Name as it appears on card: _____

Credit card # _____ Exp. Date: _____

Signature: _____

FOOD DRIVE IN THE VALLEY

The Annual SRAR Food Drive has become, by necessity, an everyday, ongoing effort. The dire economic conditions have caused more and more struggling families to seek help for even the most basic needs.

As Realtors involved in our community, we are helping fill a desperate need throughout the San Fernando Valley. At this time our food collections are going to the Guadalupe Center in Canoga Park, Hope of the Valley Rescue Mission in North Hollywood. Each time we fill our loading dock with your generous food and sundries donations, we have the items picked up by one of the two food banks. Several tons of food have already been picked up and distributed to these food banks.

In addition to feeding hot meals to over 400 people a day, Hope of the Valley Rescue Mission also offers homeless people a place to shower and get clean clothes. Therefore, sundries such as soap, shampoo, and towels are also needed.

Flyers for collecting food in your farming areas are available online at SRAR.com. A permanent food barrel is available in the SRAR store, by the Education Department. Please bring nonperishable food items into SRAR on your next visit. Canned and packaged pasta, soups, tuna, baby food and formula are much needed items. We need your help and involvement!!!

Rana Linka
Food Drive Chairman



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SRAR BLOOD DRIVE

7232 Balboa Blvd, Van Nuys, CA - Auditorium

Friday, August 19, 2011
9:00 am – 3:00 pm

To schedule your appointment or for more information contact Andre Buando at (818) 947-2298 or andreb@srar.com

Or go to www.redcrossblood.org and enter sponsor code: SRAR



Donors will receive a FREE Gift Card compliments of The Box Pro! Gift Cards are from various merchants, range in value from \$5 to \$10, and will be handed out at random, while supplies last.

- All donors will also receive a coupon for a 6-box of chocolate covered fruit.
 - An exclusive complimentary admission for 2 to Laugh Factory (2 drink minimum);
 - A voucher for 2 FREE tickets to a Chivas Game***
 - and will be eligible to enter a \$500 Gas Card Drawing;
- ***\$10 processing fee. Additional tickets are \$10.



redcrossblood.org | 1-800-RED CROSS

Designated Corner

"Designated Corner" is a designed to provide information on the various CAR & NAR Designations and Certifications that are currently available to the real estate professional.

e-Pro®

The new e-PRO certification provides a roadmap to help your members serve hyper-connected consumers of today and tomorrow. Course topics for Day 1 include the changing market, how to connect with consumers, the online conversation, and reputation management. Day 2 provides hands-on discovery of business tech tools, such as an e-strategy, mobile office, micro-blogging, rich media, and NAR resources. This course is Pending Department of Real Estate approval for Continuing Education (CE) credit in Consumer Service. (Note – Students are required to take an online e-Pro® course to complete their certification) The e-Pro course counts as an elective credit for the ABR®, CIPS and CRS designations and the RSPS certification.

For more information, visit:
<http://www.car.org/education/designations/ePRO/>

2011 REALTOR® EXPO HUGE SUCCESS



On Wednesday, June 29th, nearly 500 guests visited LA Valley College's Monarch Hall to attend SRAR's 2011 REALTOR® Expo. The Expo hosted nearly 40 vendor booths and offered a variety of classes on such topics as Feng Shui, Hypnotherapy, Short Sale Updates, Facebook, and the newly launched "Get Home Now!" program, which is cosponsored with The Home Depot.

The fun twist on this year's Expo was a carnival theme and was titled, "Improve Your Game." Each booth sponsor was asked to create a carnival-style game that visitors could play while visiting the booths. Winners received raffle tickets, which were then entered into various raffle drawings that occurred throughout the day. At the end of the day, one lucky winner went home with the grand prize – a brand new iPad 2.

If there was one minor drawback to this year's Expo, it was the long walk from the parking lot to Monarch Hall where the event was held. But the upside was that the parking was free...not to mention the fact that two clowns traveled up and down the walkway to entertain guests going to and from the Expo.

Another upside to this year's Expo was that each guest was treated to a free brown-bag lunch, which included a sandwich, a bag of chips, and a chocolate-chip cookie.

All-in-all, the 2011 REALTOR® Expo was a huge success, thanks to the hard work of Expo Chair, Em Roberts, her committee members, and the SRAR staff. We hope to keep this momentum going for next year's Expo and all events throughout the year.

Be sure to check SRAR's Events & Education calendar on the website often at www.srar.com and join us whenever possible.

SRAR INTRODUCES THE FANNIE MAE SHORT SALE ASSISTANCE DESK

SRAR has joined with Fannie Mae in offering our members the Short Sale Assistance Desk ("Assistance Desk") to assist real estate professionals in handling post-offer short sale issues that may relate to servicer responsiveness, the existence of a second lien, or issues involving mortgage insurance. The Assistance Desk leverages the relationship between the participating MLSs and their members to collect and submit information to Fannie Mae using a dedicated submission form on the MLS website. Complementing this streamlined service, CRISNet MLS provides Fannie Mae with data to help improve valuations and make quicker decisions regarding short sale requests. The Assistance Desk is meant to serve as a backstop to empower real estate professionals in those cases where the normal approval channel has bogged down, and where Fannie Mae's intervention may serve as a catalyst for progress towards a resolution. The Assistance Desk is not intended to replace the normal approval

channels, nor is it intended to serve as a compliance or enforcement function or as a potential appeal for decisions the real estate professional believes to be unfavorable. Specific guidelines for eligible cases are provided below:

Eligibility Criteria: * Property must have a first-lien loan owned by Fannie Mae. * Only post-offer issues can be submitted. The servicer must be in receipt of a valid offer for the property. * Real estate professional must be a member of a participating MLS. * Real estate professional must be the listing agent for the property. * Real estate professional must obtain a signed Borrower Authorization Form (BAF) from the homeowner(s) and submit it to the MLS.

Submission Guidelines: * Real estate professional must first make a reasonable effort to resolve the issue by working through the servicer. * Real estate professional may submit the case in the event the servicer has not provided: an initial response

within 20 days; a final property valuation within 30 days; a final decision or specific direction to facilitate a decision within 60 days from the original offer submission date; or, if the real estate professional has received an approval from the servicer for the transaction, but either the mortgage insurer or second lien holder has imposed a closing condition that is not possible for the borrower to meet. * Real estate professional must address all "actionable" requests from the servicer before submitting the issue. * Where additional documentation is re-requested, servicer response time will be calculated starting on the date the real estate professional submitted the final documentation.

How To Get Started: Simply login to the Members Only section of SRAR.com, click the "Fannie Mae Assistance Desk" link on the left side of the page, then click the link to access the Fannie Mae Assistance Desk. Enter your NRDS ID where prompted and follow the instructions.

JUNE 2011

SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED

1,752

RESIDENTIAL PROP.
ESCROW OPENED

1,485

RESIDENTIAL PROP.
ESCROW CLOSED

1,114

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	226	137	194	261	251	1,069	683	1,752
TOTAL ACTIVE LISTINGS.....	536	400	518	670	680	2,804	2,055	4,859
AVERAGE DAYS ON MARKET.....	94	99	96	93	91	94	114	103
AVERAGE LIST PRICE IN THOUSANDS.....	254.1	726.0	694.8	462.3	971.4	626.5	398.5	530.1
MEDIAN LIST PRICE IN THOUSANDS.....	250.0	580.0	385.0	399.0	589.0	399.0	280.0	348.9
BOMS.....	64	29	58	77	67	295	174	469
AVERAGE BOM PRICE IN THOUSANDS.....	218.1	565.3	455.5	416.3	508.4	416.6	338.9	387.8
BOM TO SALE RATIO.....	47.8	24.6	51.8	43.3	45.9	42.9	40.8	42.1
EXPIRATIONS.....	37	36	39	46	44	202	154	356
PENDING SALES:								
NEW ESCROWS OPENED.....	216	123	160	224	214	937	548	1,485
TOTAL YTD ESCROWS OPENED.....	908	579	783	1,047	1,000	4,317	2,609	6,926
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	49	71	70	68	69	65	73	68
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	237.3	674.1	486.0	419.3	586.6	460.4	335.5	414.3
CLOSED SALES:								
NEW ESCROWS CLOSED.....	134	118	112	178	146	688	426	1,114
TOTAL YTD ESCROWS CLOSED.....	760	501	640	861	791	3,553	2,150	5,703
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	31.231	70.735	54.184	69.888	76.862	302.899	136.290	439.189
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	179.389	297.204	290.756	336.098	440.319	1,543.767	713.361	2,257.128
AVERAGE SALE PRICE IN THOUSANDS.....	233.1	599.4	483.8	392.6	526.5	440.3	319.9	394.2
MEDIAN SALE PRICE IN THOUSANDS.....	233.0	465.0	325.0	347.0	400.0	340.0	270.0	315.0
COOP SALES.....	102	100	82	142	120	546	344	890
PERCENT OF COOP SALES.....	76.1	84.7	73.2	79.8	82.2	79.4	80.8	79.9
AVERAGE DAYS ON MARKET.....	120	125	135	124	114	123	141	130
SALES AT LIST PRICE.....	86	36	30	71	50	273	216	489
PERCENT OF SALES AT LIST PRICE.....	64.2	30.5	26.8	39.9	34.2	39.7	50.7	43.9
SALES TO LISTING INVENTORY RATIO.....	25.0	29.5	21.6	26.6	21.5	24.5	20.7	22.9
FINAL SALE TO NEW LISTING RATIO.....	59.3	86.1	57.7	68.2	58.2	64.4	62.4	63.6

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
LESS THAN 100,000.....	92	203	51	34	18101
100,000 TO 109,999.....	57	31	9	6	13478
110,000 TO 119,999.....	106	70	10	8	12760
120,000 TO 139,999.....	48	164	33	17	20628
140,000 TO 159,999.....	86	163	42	28	15255
160,000 TO 179,999.....	60	153	39	26	57796
180,000 TO 199,999.....	73	171	42	25	17765
200,000 TO 249,999.....	75	463	123	74	24434
250,000 TO 299,999.....	69	586	152	92	44730
300,000 TO 349,999.....	66	499	138	90	19938
350,000 TO 399,999.....	62	440	112	84	23204
400,000 TO 449,999.....	70	235	70	47	27016
450,000 TO 499,999.....	63	233	54	36	26448
500,000 TO 549,999.....	119	168	33	22	41155
550,000 TO 599,999.....	65	178	29	20	33533
600,000 TO 699,999.....	63	282	57	47	42875
700,000 TO 799,999.....	63	170	33	23	18938
800,000 TO 899,999.....	51	108	18	18	48441
900,000 TO 999,999.....	58	94	12	8	107980
1,000,000 TO 1,999,999.....	90	313	42	38	173947
MORE THAN 2,000,000.....	135	136	7	7	371736
TOTALS.....	71	4860	1112	750	38087

LISTINGS

10,541

2011 RMLS TOTAL - \$ VOLUME

\$2,257,128,000

SALES

5,968

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS® INC.

SAN FERNANDO VALLEY
COMPARABLE SALES ANALYSIS 2006 - 2011
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2006				2007				2008				2009				2010				2011			
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST
JAN	2346	895	560.0	38.2	2595	882	594.2	34	2935	574	329.3	19.6	2084	964	357.7	46.3	1,830	963	410	52.6	1,786	976	368.7	54.3
FEB	2373	971	602.1	40.9	2421	893	581.8	36.9	2633	654	409.7	24.8	1178	876	330.5	49.4	1,780	872	349.7	49	1,646	753	303.5	45.7
MAR	2818	1487	976.8	52.8	3521	1318	848.1	37.4	2878	792	429.0	27.5	2004	1,148	428.6	57.3	2,231	1,131	523.3	50.7	1,875	1,050	430.7	56
APR	2465	1441	911.4	58.5	3205	761	519.6	23.7	2949	983	538.1	33.3	1956	1275	487.5	65.2	2,212	1,188	526.9	53.7	1,740	1052	394.2	60.5
MAY	3185	1434	903.9	45.0	3493	1151	804.7	33	2629	1165	626.4	44.3	1,865	1,300	530.1	69.7	1,936	1,235	523.7	63.8	1,732	1,023	422.3	59.1
JUNE	3111	1407	948.7	45.2	3163	1234	870	39	1549	1182	616.7	43.2	1,928	1,410	612	73.1	2,051	1,269	563	61.9	1,752	1,114	439.1	63.6
JUL	2899	1322	825.1	45.6	3247	1157	839.7	35.6	2731	1263	672.9	46.2	1,922	1,322	581.7	68.8	2,153	1,104	484.5	51.3				
AUG	3097	1296	816.4	41.8	3480	1057	767.0	30.4	2518	1181	594.7	46.9	1,820	1,259	553.7	69.2	1,993	1,029	443.8	51.6				
SEPT	2807	1284	783.8	45.7	2753	736	506.3	26.7	2423	1181	533.4	48.7	1,731	1,205	543.1	69.6	1,726	1,034	430.4	59.9				
OCT	2682	1194	756.7	44.5	2925	666	444.2	22.8	2389	1321	601.7	55.3	1,794	1,243	527.5	69.3	1,677	883	371.9	52.7				
NOV	1943	1195	756.6	61.5	2342	701	438.4	29.9	1770	1121	470.9	63.3	1,505	1,095	452.1	72.8	1,431	864	356.8	60.4				
DEC	1355	1263	812.3	93.2	1691	710	440.1	42	1483	1241	497.5	83.7	1,327	1,174	549.1	88.5	1,298	1,045	431.2	80.5				
TOTAL	31,081	15,189	9,653	48.9	34,836	11,266	7,654.1	32.6	28,887	12,658	6,320.3	44.7	21,114	14,271	5,953.6	66.6	22,318	12,617	5,415.2	55.6				
AVG. SALE PRICE			\$635,578				\$679,398				\$499,313				\$417,181				\$429.200					

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE

ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	182	91	137	218	191	819	483	1,302
Total Active Listings.....	405	235	355	530	543	2,068	1,478	3,546
Average Days on Market.....	89	92	95	88	90	90	117	101
Average List Price in Thousands.....	273.8	957.4	881.9	507.0	1,125.0	739.1	425.5	608.4
Median List Price in Thousands.....	265.0	799.0	535.0	440.0	669.0	485.0	299.0	380.0
BOMS.....	39	17	31	63	50	200	129	329
Average BOM Price in Thousands.....	260.1	728.6	657.7	457.6	588.7	505.9	353.9	446.3
BOM to Sale Ratio.....	37.9	22.4	39.2	44.1	44.2	38.9	43.3	40.5
Expirations.....	24	21	26	36	36	143	119	262

PENDING SALES

New Escrows Opened.....	158	86	105	180	165	694	401	1,095
Total YTD Escrows Opened.....	692	386	520	816	786	3,200	1,894	5,094
New Open Escrows Average Days on Market.....	48	65	69	65	71	63	68	65
New Open Escrows Average List Price.....	264.5	813.0	623.9	452.4	675.0	533.2	355.8	468.2

CLOSED SALES:

New Escrows Closed.....	103	756	79	143	113	514	298	812
Total YTD Escrows Closed.....	569	335	426	676	625	2,631	1,536	4,167
Volume of New Sales Dollars in Millions.....	26.570	56.423	47.245	61.232	68.919	260.388	100.254	360.642
Volume of total YTD Sales in Millions.....	149.872	235.701	240.572	289.522	394.264	1,309.931	548.917	1,858.848
Average Sale price in Thousands.....	258.0	742.4	598.0	428.2	609.9	506.6	336.4	444.1
Median Sale Price in Thousands.....	250.0	620.0	399.0	359.0	461.0	380.0	287.5	354.0
Coop Sales.....	75	61	56	111	92	395	244	639
Percent of Coop Sales.....	72.8	80.3	70.9	77.6	81.4	76.8	81.9	78.7
Average Days on Market.....	109	114	146	128	111	121	137	127
Sales at List Price.....	64	25	21	57	34	201	145	346
Percent of Sales at List Price.....	62.1	32.9	26.6	39.9	30.1	39.1	48.7	42.6
Sales to Listing Inventory Ratio.....	25.4	32.3	22.3	27.0	20.8	24.9	20.2	22.9
Final Sale to New Listing Ratio.....	56.6	83.5	57.7	65.6	59.2	62.8	61.7	62.4

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE

ACTIVE INVENTORY

	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings.....	44	46	57	43	60	250	200	450
Total Active Listings.....	131	165	163	140	137	736	577	1,313
Average Days on Market.....	110	111	100	109	97	105	107	106
Average List Price in Thousands.....	193.5	396.4	287.2	293.0	362.7	310.2	329.2	318.5
Median List Price in Thousands.....	167.5	350.0	239.0	260.0	265.0	265.0	249.0	259.5
BOMS.....	25	12	27	14	17	95	45	140
Average BOM Price in Thousands.....	152.6	334.1	223.3	230.6	272.1	228.5	296.0	250.2
BOM to Sale Ratio.....	80.6	28.6	81.8	40.0	51.1	54.6	35.2	46.4
Expirations.....	13	15	13	10	8	59	35	94

PENDING SALES

New Escrows Opened.....	58	37	55	44	49	243	147	390
Total YTD Escrows Opened.....	216	193	263	231	214	1,117	715	1,832
New Open Escrows Average Days on Market.....	54	87	72	79	64	69	84	75
New Open Escrows Average List Price.....	163.1	351.1	222.6	283.7	289.2	252.5	280.2	262.9

CLOSED SALES:

New Escrows Closed.....	31	42	33	35	33	174	128	302
Total YTD Escrows Closed.....	191	166	214	185	166	922	614	1,536
Volume of New Sales Dollars in Millions.....	4.660	14.312	6.939	8.656	7.943	42.511	36.036	78.546
Volume of total YTD Sales in Millions.....	29.517	61.503	50.184	46.576	46.055	233.836	164.444	398.280
Average Sale price in Thousands.....	150.3	340.8	210.3	247.3	240.7	244.3	281.5	260.1
Median Sale Price in Thousands.....	156.0	320.0	199.0	224.5	235.0	228.0	225.0	228.0
Coop Sales.....	27	39	26	31	28	151	100	251
Percent of Coop Sales.....	87.1	92.9	78.8	88.6	84.8	86.8	78.1	83.1
Average Days on Market.....	157	146	107	110	127	130	150	138
Sales at List Price.....	22	11	9	14	16	72	71	143
Percent of Sales at List Price.....	71.0	26.2	27.3	40.0	48.5	41.4	55.5	47.4
Sales to Listing Inventory Ratio.....	23.7	25.5	20.2	25.0	24.1	23.6	22.2	23.0
Final Sale to New Listing Ratio.....	70.5	91.3	57.9	81.4	55.0	69.6	64.0	67.1

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	15	1	78	35	27	70	15	76	317	131	448
Total Active Listings.....	54	28	190	76	88	133	55	162	786	430	1,216
Average Days on Market.....	133	217	102	92	131	97	80	114	111	107	110
Average List Price in Thousands.....	488.9	819.7	493.0	395.5	525.4	447.1	589.1	618.2	523.3	275.5	435.7
Median List Price in Thousands.....	399.0	589.0	350.0	360.0	425.0	375.0	569.0	463.5	419.0	204.9	350.0
BOMS.....	1	0	25	9	6	18	6	22	87	37	124
Average BOM Price in Thousands.....	247.0	0	347.0	355.6	376.6	348.2	550.7	457.2	390.9	224.0	341.1
BOM to Sale Ratio.....	33.3	0	49.0	27.3	37.5	54.5	30.0	37.3	40.1	40.7	40.3
Expirations.....	1	1	17	3	5	9	0	10	46	35	81

PENDING SALES

New Escrows Opened.....	6	3	67	41	20	62	30	83	312	129	441
Total YTD Escrows Opened.....	35	19	327	159	84	251	87	332	1,294	553	1,847
New Open Escrows Average Days on Market.....	74	103	94	84	86	83	108	94	91	77	87
New Open Escrows Average List Price.....	403.7	481.6	344.0	356.8	354.4	380.2	576.5	489.7	417.1	234.0	363.6

CLOSED SALES:

New Escrows Closed.....	3	2	51	33	16	33	20	59	217	91	308
Total YTD Escrows Closed.....	21	20	243	104	68	183	65	238	942	413	1,355
Volume of New Sales Dollars in Millions.....	1.045	550	19.831	13.927	6.447	12.835	10.369	24.300	89.304	19.620	108.924
Volume of total YTD Sales in Millions.....	6.277	7.530	89.441	38.475	28.853	72.350	36.137	109.306	388.368	91.753	480.120
Average Sale price in Thousands.....	348.3	274.8	388.8	422.0	402.9	389.0	518.4	411.9	411.5	215.6	353.7
Median Sale Price in Thousands.....	355.0	129.5	324.9	350.0	375.0	376.5	485.0	400.0	370.0	165.0	332.0
Coop Sales.....	3	0	45	28	15	32	15	44	182	73	255
Percent of Coop Sales.....	100.0	0	88.2	84.8	93.8	97.0	75.0	74.6	83.9	80.2	82.8
Average Days on Market.....	151	89	117	179	111	141	115	134	134	124	131
Sales at List Price.....	1	1	26	17	4	18	4	28	99	41	140
Percent of Sales at List Price.....	33.3	50.0	51.0	51.5	25.0	54.5	20.0	47.5	45.6	45.1	45.5
Sales to Listing Inventory Ratio.....	5.6	7.1	26.8	43.4	18.2	24.8	36.4	36.4	27.6	21.2	25.3
Final Sale to New Listing Ratio.....	20.0	200.0	65.4	94.3	59.3	47.1	133.3	77.6	68.5	69.5	68.8

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JUNE

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	0	0	29	0	23	12	11	38	113	17	130
Total Active Listings.....	1	0	83	5	85	38	19	99	330	71	401
Average Days on Market.....	119	0	107	96	107	158	79	112	113	96	110
Average List Price in Thousands.....	335.0	0	205.5	219.0	173.5	226.1	267.2	263.2	221.1	252.5	226.7
Median List Price in Thousands.....	335.0	0	160.0	225.0	155.0	225.0	254.0	259.9	209.9	199.0	204.9
BOMS.....	0	0	5	0	3	9	1	14	32	5	37
Average BOM Price in Thousands.....	0	0	138.8	0	173.0	211.2	260.0	246.9	213.4	267.5	220.7
BOM to Sale Ratio.....	0	0	25.0	0	17.6	75.0	50.0	51.9	40.0	55.6	41.6
Expirations.....	0	0	11	0	7	3	3	7	31	12	43

PENDING SALES

New Escrows Opened.....	0	0	33	3	22	27	8	36	129	19	148
Total YTD Escrows Opened.....	1	0	135	10	85	91	36	169	527	95	622
New Open Escrows Average Days on Market.....	0	0	93	168	92	86	107	68	87	71	85
New Open Escrows Average List Price.....	0	0	157.5	249.6	199.2	233.8	229.8	273.5	219.6	204.5	217.7

CLOSED SALES:

New Escrows Closed.....	1	0	20	1	17	12	2	27	80	9	89
Total YTD Escrows Closed.....	2	0	92	10	58	65	28	132	387	90	477
Volume of New Sales Dollars in Millions.....	385	0	3.091	435	3.253	2.646	553	6.865	17.229	1.858	19.086
Volume of Total YTD Sales in Millions.....	660	0	16.749	2.180	11.079	15.197	8.789	38.610	93.264	16.910	110.173
Average Sale price in Thousands.....	385.0	0	154.6	435.0	191.4	220.5	276.5	254.3	215.4	206.4	214.5
Median Sale Price in Thousands.....	385.0	0	160.0	435.0	199.0	224.5	255.0	240.0	200.0	179.0	200.0
Coop Sales.....	1	0	16	1	15	10	1	24	68	9	77
Percent of Coop Sales.....	100.0	0	80.0	100.0	88.2	83.3	50.0	88.9	85.0	100.0	86.5
Average Days on Market.....	134	0	147	234	146	111	174	157	146	146	146
Sales at List Price.....	1	0	8	0	11	7	2	9	38	2	40
Percent of Sales at List Price.....	100.0	0	40.0	0	64.7	58.3	100.0	33.3	47.5	22.2	44.9
Sales to Listing Inventory Ratio.....	100.0	0	24.1	20.0	20.0	31.6	10.5	27.3	24.2	12.7	22.2
Final Sale to New Listing Ratio.....	0	0	69.0	0	73.9	100.0	18.2	71.1	70.8	52.9	68.5

JUNE 2011

SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	15	1	107	35	50	82	26	114	430	148	578
TOTAL ACTIVE LISTINGS	55	28	273	81	173	171	74	261	1,116	501	1,617
AVERAGE DAYS ON MARKET	132	217	103	93	119	110	80	113	110	106	110
AVERAGE LIST PRICE IN THOUSANDS	486.1	819.7	405.6	384.6	352.5	398.0	506.5	483.6	434.0	272.2	383.9
MEDIAN LIST PRICE IN THOUSANDS	399.0	589.0	303.0	359.0	275.0	345.0	525.0	369.0	349.0	200.0	300.0
BOMS	1	0	30	9	9	27	7	36	119	42	161
AVERAGE BOM PRICE IN THOUSANDS	247.0	0	312.3	355.6	308.7	302.5	509.1	375.4	343.2	229.2	313.5
BOM TO SALE RATIO	25.0	0	42.3	26.5	27.3	60.0	31.8	41.9	40.1	42.0	40.6
EXPIRATIONS	1	1	28	3	12	12	3	17	77	47	124

PENDING SALES:

NEW ESCROWS OPENED	6	3	100	44	42	89	38	119	441	148	589
TOTAL YTD ESCROWS OPENED	36	19	462	169	169	342	123	501	1,821	648	2,469
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	74	103	94	90	89	84	108	86	90	77	87
NEW OPEN ESCROWS AVERAGE LIST PRICE	403.7	481.6	282.5	349.5	273.1	335.8	503.5	424.3	359.3	230.2	326.9

CLOSED SALES:

NEW ESCROWS CLOSED	4	2	71	34	33	45	22	86	297	100	397
TOTAL YTD ESCROWS CLOSED	23	20	335	114	126	248	93	370	1,329	503	1,832
VOLUME OF NEW SALE DOLLARS IN MILLIONS	1.430	.550	22.923	14.362	9.700	15.481	10.922	31.165	106.533	21.478	128.011
VOLUME OF TOTAL YTD SALES IN MILLIONS	6.937	7.530	106.190	40.654	39.932	87.547	44.926	147.916	481.631	108.662	590.293
AVERAGE SALE PRICE IN THOUSANDS	357.5	274.8	322.9	422.4	293.9	344.0	496.5	362.4	358.7	214.8	322.4
MEDIAN SALE PRICE IN THOUSANDS	355.0	129.5	300.0	350.0	252.9	342.0	475.0	344.0	332.0	166.5	310.0
COOP SALES	4	0	61	29	30	42	16	68	250	82	332
PERCENT OF COOP SALES	100.0	0	85.9	85.3	90.9	93.3	72.7	79.1	84.2	82.0	83.6
AVERAGE DAYS ON MARKET	147	89	125	181	129	133	121	141	138	126	135
SALES AT LIST PRICE	2	1	34	17	15	25	6	37	137	43	180
PERCENT OF SALES AT LIST PRICE	50.0	50.0	47.9	50.0	45.5	55.6	27.3	43.0	46.1	43.0	45.3
SALES TO LISTING INVENTORY RATIO	7.3	7.1	26.0	42.0	19.1	26.3	29.7	33.0	26.6	20.0	24.6
FINAL SALE TO NEW LISTING RATIO	26.7	200.0	66.4	97.1	66.0	54.9	84.6	75.0	69.1	67.6	68.7

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL #SOLD	REDUCE \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
LESS THAN 1000,000	55	79	24	16	18437
100,000 TO 109,999	43	22	3	2	28450
110,000 TO 119,999	25	39	8	4	4800
120,000 TO 139,999	73	75	22	16	17158
140,000 TO 159,999	57	68	18	10	7542
160,000 TO 179,999	114	62	19	17	20299
180,000 TO 199,999	62	74	15	9	16179
200,000 TO 249,999	103	177	34	27	19877
250,000 TO 299,999	49	185	38	24	14382
300,000 TO 349,999	66	155	56	37	19628
350,000 TO 399,999	78	120	36	27	27374
400,000 TO 449,999	72	93	37	25	22065
450,000 TO 499,999	75	77	17	15	43694
500,000 TO 549,999	50	69	12	10	26791
550,000 TO 599,999	66	53	11	10	65214
600,000 TO 699,999	65	51	10	10	62035
700,000 TO 799,999	272	33	3	3	57967
800,000 TO 899,999	0	31	0	0	N/A
900,000 TO 999,999	137	14	2	1	190000
1,000,000 TO 1,999,999	0	49	0	0	N/A
MORE THAN 2,000,000	1	12	1	1	900000
TOTALS	72	1538	366	264	26695

LISTINGS

2011 RMLS TOTAL - VOLUME

3,413 \$590,293,00

SALES

1,862

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.

RESIDENTIAL
PROPERTIES LISTED
578RESIDENTIAL PROP.
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397

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Woodland Hills, CA. 91364

Briese, Hans-Jurgen
Hans-Jurgen Briese
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Characky, Rose
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28769 Bridger Ct.
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Datta, Anosuya
Citywide Funding / DBA Citywide Realtors
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Van Nuys, CA. 91402

Dimaguila, Michael Angelo
Dream Realty of California
3030 N. Lamer St.
Burbank, CA. 91504

Ebrahemian, Erik
Executive Realty & Finance
15760 Ventura Blvd. 7th Floor
Encino, CA. 91436

Ebrahimi, Kaveh Jon
Kaveh Ebrahimi
5850 Canoga Ave., Suite 206
Woodland Hills, CA. 91367

Eichberg, Gaetano John
California Realty Associates
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Encino, CA. 91436

Fassberg, Wendy
WJF Consulting Group, Inc.
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Haywood, Keisha
WCV Realty
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Inglewood, CA. 90301

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Elvira Herrera
20945 Devonshire Street #207B
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Araz Jerahian
611 W. 6th St. #800
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Kim, Nina M.
Palm Realty
40420 10th St. West
Palmdale, CA. 93551

Moalezmadeh, Shahram
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9910 McBroom St.
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Milan West Realty
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Dream
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5724 Rhodes Ave.
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Urquilla, Tomas H.
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Alla Realty
8605 Santa Monica Blvd. #36173
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Castaneda, Anthony
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Sherman Oaks, CA. 91604-2406

Clark, William Philip
Clark Realty
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Cesar Efrain Delgadillo
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Marina Gaplanyan
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William Graham
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Zabi Kakar
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Keller Williams Realty Calabasas
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Sarriedine, Caroline
Caroline Sarriedine Broker
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Schulz, Sam C.
American Living Real Estate
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Tal, Raffi
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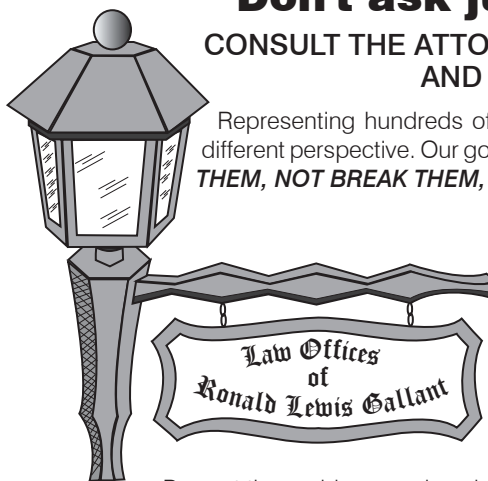
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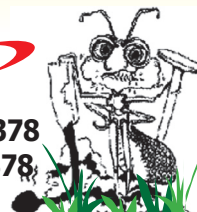
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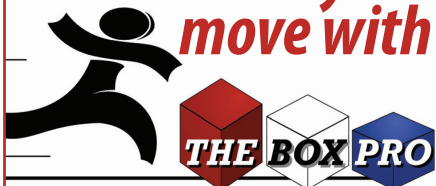
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Phone: (818) 642-7839

Location: Lulu's Restaurant - 16900 Roscoe
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Time: 8:45am

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Chairperson: Brian Hatkoff, CCIM
Phone: (818) 701-7789
Web: www.commercialdataexchange.com
Time: 8:30 A.M.
Location: SRAR Auditorium
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Golf Club Entrance. [TG-482 D 3]
Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

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Larry Gutierrez, Listings and Caravan

Phone: Jim – (818) 522-4113

Email: jabevis@ATT.net

Phone: Lou – (818) 703-7209

Email: lmowbray@pacbell.net

Phone: Larry – (818) 645-8224

Location: Denny's, 8330 Topanga Cyn.
Blvd.

Time: 8:30am – 10:00am

**The OWMM will be dark for the Summer; our
next meeting will be Thursday, September
8th**

BUSINESS OPPORTUNITY 4th Tues of mo.

Chairperson(S): Harvey Osherenko
Phone: 522-7592
Location: SRAR – Time: 9:00 A.M.

SCV CARAVAN 1st and 3rd Fridays

Location: Home Town Buffet- 23154 W.
Valencia Blvd., Santa Clarita Valley
Date: 1st & 3rd Friday's
Time: 8:30am
Topic: MLS Marketing Meeting

NORTH L.A. COMMERCIAL REAL ESTATE FORUM

Location: IHop Restaurant
24737 Pico Cyn. Rd., Stevenson Ranch
Chairperson: Bob Khalsa, CCIM
661-513-4433